out mail trains, but refused to do so on orders from their officials.

The situation in many of the cities and owns along the line of the Delaware and Hudson was growing serious rapidly when the strike was declared off. In Glens Falls the price of meat was

raised two cents when it was found that no more could get into the city immestately, and in many places shortages in food and coal supply were reported.

ommuters from Albany were taken as

far as fifteen miles to their homes to-night sieighs and auto buses. Hundreds, sught in Albany, registered at hotels for The first passenger trains were run out

of Albany about 11 o'clock to-night. They were crowded with passengers, who had valted hours in the station.

The two men for whose reinstatement the 5,000 employees struck were Conductor F. A. Slade and Engineman James
A. Lynch of Oneonta. They with Trainman Arthur J. Fox were discharged for
alleged negligence more than a year ago.
One truck of a car in the middle of a
long freight train which they manned eft the rails and bumped along the ties more than three miles. The company

that the truck was off the track.

The men said that there was a heavy
fog and that as the trouble occurred before daylight there. e daylight there was no means of telling if anything had happened, as the

During the negotiations with Mr. Sim the trainman was reinstated, and the mion alse insisted that Lynch and Slade should be put back to work. The

The Delaware and Hudson men have other difficulties to settle regarding back pay for the discharged employees who have been put back to work. These matters will be taken up in conferences with Mr. Sims to-morrow.

Commissioner Hanger will return to Washington to-morrow.

CLEMENT ACCUSED IN SUITS BY WOMAN

Alleges Man, Twice Candidate for Governor of Vermont, Took Ring.

ne mystery was thrown around two Some mystery was thrown around two mits brought in the Supreme Court yesterday against Percival W. Clement, former president of the Rutiand Railroad.

Mr. Clement was twice candidate for Governor of Vermont and has an elaborate country estate, Brookside, at Rutiand, Vt. He lives part of the time each year at the Hotel Woodstock and the Union League club in New York.

The plaintiff in each suit is Mrs. Marion Thornton Egbert, who achieved some

Thornton Egbert, who achieved some publicity in 1906 when she travelled from India to Chicago to defend a suit for dirought by Dr. Jerome Egbert, a Chicago dentist.
One suit asks \$2,000 for the conversion
One suit asks \$2,000 for the conversion

of a diamond ring weighing 4% carats which Mrs. Egbert says was her property but was taken from her by Mr. Clement. In the second suit Mrs. Egbert alleged that she was engaged by the defendant on April 1, 1910, for collecting data to erable Mr. Clement to publish a book o

the "Clement Genealogy."

She alleges that Mr. Clement agreed to pay her \$20 a week for expenses while oner's Aunt, Mrs. Holly,

she was searching for the genealogical
data and \$500 for each six weeks she was
employed. She declares that she worked
constantly until July 24 last, when she
was discharged without cause. She says
she earned \$14,416 during this time, and
that she received only \$1,500. She sued
for the difference of \$12,916.

Mrs. Egbert's attorneys. Phillips, Mahoney & Wagner, refused yesterday to
discuss the case, but it was said in behalf
of Mrs. Egbert that in recent years she
has been preparing genealogical books
has been preparing genealogical books
Banton Moore of 1 Liberty street, New

has been preparing genealogical books and has rendered services to some of the most prominent New York families.

Mr. Clement is at his Vermont home at present, and on that ground Supreme Court Justice Guy signed an order per-mitting service of the papers by publication. Mr. Clement was a member of the Trinity College class of 1868. He belongs to the New York Yacht Club, the Automo-bile Club of America and a number of out of town clubs.

Mrs. Egbert got her notoriety in 1906 when her husband sued for divorce be-cause of a letter she wrote to one "Dear Cinderella," describing certain happenings in her studio in the Chicago Auditorium tower, when she was editor of the Back-elor's Magazine and had quarters there with a girl friend. The letter told of two male visitors who had paid \$75 for dinner for the party. When the letter fell into the hands of Dr. Egbert he sued.

BOSTON OFFERS FREE SITES. Wants New York Manufacturers to Go to the Hub.

James M. Curley, Mayor-elect of Bo ton, was here yesterday to induce New Tork manufacturers to go to Boston. "Industrial progress was one of the planks in my platform," he said. "We have a plan to provide sites and railway sidings for manufacturers from out of town who employ 500 men or more.

If they will come to Boston they will get the land and sidings for nothing. I will give a tenth of my salary as Mayor to the fund with which land will be purchased. That means \$1,000 to start with. Other men have agreed to

"I saw a big shoe manufacturer this morning and showed him how he could cut out four of his five overhead charges.

He said he liked the idea and would talk

to his directors.

"The last two administrations in Boston paid \$35,000,000 for playgrounds, parks, baths, and so on and only \$3,000,000 for industrial improvements. I intend to help industry."

\$350,000 MORE FOR YALE.

Will Be Applied to Development of Divinity School.

New Haven, Conn., Jan. 19 .- It was announced at the Yale Corporation meet-ing to-day that gifts of about \$350,000 in pledges had been made to carry out the plans for the development of the Yale plans for the development of the Yale divinity school into a university school of religion of the broadest character.

The new gifts and pledges include \$100,-000 from Mrs. D. Willis James and Arthur Curtiss James of New York city for the establishment of the D. Willis James professorship of the theory and practice of missions; \$80,000 from Mrs. Stephen Merrill Clement of Buffalo, for the es-tablishment of the Stephen Merrill Clement chair of religious methods; \$100,000 for the chair of social service, which is established anonymously.

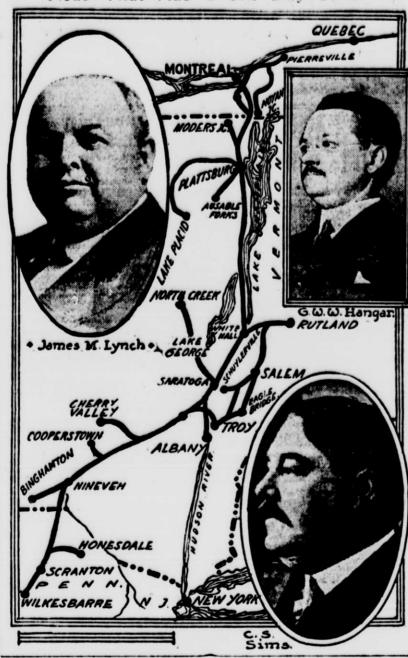
These gifts will increase the endowment of the Yale divinity school to more than \$1,200,000.

Troubled Mother Gets Aid.

THE SUN delivered \$5, sent in by "S. K. K.," to Mrs. M. Murphy, 320 East Forty-seventh street, yesterday afternoon. Several persons have aided Mrs. Murphy since the publication in THE SUN of her letter to the Salvation Army saying that her husband had been dead six months, that she had four small children and a new born haby and that there was no food in her one small room

Grasshoppers Menace in Texas. Austin, Tex., Jan. 19.—Midsummer weather for ten days has brought out such numbers of grasshoppers in Hamlton county, central Texas, that the State Department of Agriculture was appealed to to-day to assist in preventing the insects from destroying crops.

Road That Had a One Day Strike



DRUGGED, SAYS CARL; **DENIES CONFESSION**

Youth Accuses Detectives of Preparing Story of Ellis Shooting.

INVESTIGATION DEMANDED

oner's Aunt, Mrs. Holly,

Banton Moore of 1 Liberty street, New York, says he has assurance to that effect from Public Prosecutor Frederick A. Pope.

An albi was established for the boy this morning by the Dahlstrom Metallic Door Company of 29 Broadway, New York According to its records Carl was working for that company until after its desired the search for the bear of the sarch for the tempany until after its desired the search for the bear of the sarch for the tempany until after its desired the search for the bear of the sarch for the tempany until after its desired the search for the tempany until after its desired the search for the bear of the tarify while the bankers are studying could not have causeful at train that would evided to kill Mr. Ellis, have been duped. The say that a confession while its desired the search for the boy's mother, region to the proposed of the tarify while the bankers are studying to conform to the new currency law. They work and the tarify the tarify while the bankers are studying to conform to the new currency law. They were not gathered, however, to discuss the facility of the tarify while the bankers are studying to colock on November 20, 1911, and could not have causeful at train that would end to kill Mr. Ellis, have been duped. The say that it contained many admirated the say that it contained many admirated to the feed at reserve act and he would only ask that the laws of the country by withholding leans from the country by withholdi Banton Moore of 1 Liberty street, New it contained.

Blames Tale on Detectives.

He also said it was at the detectives' suggestion that he accused his aunt, Mrs. Grace Holly, as the woman who hired him to shoot her employer. Mr. Ellis. Carl now swears that Mrs. Holly knows no more about the shooting than he does,

which he says is nothing.

Before leaving for New York Mr. Moore said that he would ask Gov. Fielder to start an investigation of the methods whereby Carl says his "confession" was

The story which Carl told to his lawyer to-day is in substance as follows:
"Last November a man whom I now
know as a Pinkerton detective came to East Stroudsburg, where I was living with my mother. He said he was the suwith my mother. He said he was the su-perintendent of the Massachusetts Reconperintendent of the Massachusetts Reconstruction Company. He hired me as chauffeur at \$12 a week to take him around the country. After a while two other men joined him or the trips. They talked with me a great deal and made believe they were tough characters. They talked a lot about shooting and things of

"One day I told them I had shot a buck in New Jersey. One of the men said, 'No, you didn't; you shot a man over there.' I didn't know what to make of that. I remember I told my mother what they had said. After that I got shotgun from a trunk, where it had n for a long time, and went hunting h them. They kept pretending they with them. were criminals. They said they let me in on a proposition where I could make \$10,000 in the crib."

Words Puzzle Lawyer.

In retelling this story Lawyer Moore

cording to his lawyer, "I drove them in the car to Camden and there I was ar-rested by County Detective Totten of

Somerville.

"It was then I learned that the supposed superintendent of the Massachusetts Reconstruction Company was really a Pinkerton man named Weil. They kept at me all that day in Camden and then brought me to Somerville and went at me again. They gave me drink and drugs, as they had done before. About haif past 1 o'clock on Thursday morning I got weak. They handed me a paper, told me to sign it, and I did. In all they were questioning me for twenty-one hours. Why did I implicate my aunt

Lawyer Says Injustice to Pris-

even in the jail. Prosecutor Pope will investigate that charge.

Mr. Pope wouldn't talk about the case to-night except to say that another arrest

At the offices of the Pinkerton Detective Agency in this city it was said yesterday that the statement of the Dahlstrom com-pany had not changed the Pinkertons' attitude toward Carl's confession.

SECOND SCHMIDT TRIAL OPENS. Anna Aumuller's Slayer Sees Four Jurors Chosen.

the second time within a Hans Schmidt, the self-confessed mur-derer of Anna Aumuller, was put on trial for his life yesterday. When court adjourned last evening four jurors had been sworn in the case. Schmidt, whose defence is insanity.

came into court wearing a long fur lined coat and a handkerchief about his throat. He has not had his hair or beard trimmed since his arrest and neither had been brushed. He stared straight ahead and seemed to take no interest in his sur-

roundings.
Schmidt's father and mother are ill at by his father and sister at the last trial could be read into this case.

La Roche Back to Old Job.

Mayor Mitchel has decided to transfer Louis F. La Roche to the Finance De partment, where he was before he took Commissioner Stover's place, as an ex-aminer at \$4,000 a year. The Mayor is said: "I don't know what it means to make \$10,000 in the crib." but that is satisfied that La Roche's falling out with the phrase Carl used."

"Last Wednesday." Carl continued, actinompatibility of temper.

Correct Driss for Min

Money-Saving Opportunities Now

specially good, stylish Overcoats and Suits that were excellent values at \$22, \$25, \$28 & \$30.

An exceptional offering of Shirts at \$1.15

George J. Benjamin Lifth Ave Building Broadway Cor 24th St

WORLD BANKERS **BACK NEW LAW**

French, English and German Leaders Pledge International Support.

YORK IN LINE NEW

James S. Alexander Promises **Full Cooperation With** Currency Act.

OPTIMISM IS KEYNOTE

Representative Gathering Big Banquet Sees Success in New System.

Representatives of every powerful Mr. Alexander read a letter from Presibanking interest of the country, representatives of every important bank in attend the dinner because his evenings for Representatives of every powerful New York city, general financiers and the heads of great industrial and railroad enterprises participated in one of the most notable dinners of the Assoclated Banks of the City of New York at the Walderf-Astoria last night.

The dinner was important for two rea-James S. Alexander of the National Bank of Commerce, president of the association, pledged the help of New York to make the new Federal reserve act a success.

Financiers and economists of Germany France and England, the three great money powers of the world, welcomed the United States into the realm of Interna-Mr. Alexander's words promising sup-

port, coupled with the hope that improve-ment will be brought about by subsequent amendments to the law, were heartily ap-plauded, and the scholarly, earnest and comprehensive addresses of the visiting bankers also were applauded.

The visitors were Professor-Doctor Jacob Riesser of the Deutsche Bank of Berlin, Robert Masson of the Credit Lyonnais, and James H. Simpson, manager of the Liverpool Bank, Limited.

List a Who's Who in New York, There was not enough room in the grand ballroom of the Waldorf-Astoria to seat the company last night. Tables were placed in the first tier of boxes, out in the alcoves and under the gallery. When all had found places one could have written a "Who's Who in Business" in they were questioning me for twenty-one hours. Why did I implicate my aunt? They suggested the name to me to bear out the story."

Mr. Moore said he would not apply for writ of habeas corpus to get Carl out of jail.

Great Injustice, Says Moore.

"A great injustice has been done to Carl and Mrs. Holly," he explained, "and Carl and Mrs. Holly," he explained, "and New Jersey to free and exonerate them New Jersey to free and exonerate them New Jersey to free and exonerate them of its own accord and to make sweeping apologies besides."

He said that Carl's health is much the worse for his experience and that the boy told him he had been drinking pretty to make the address. To Dr. Riesser's right was Jacob H. Schiff. Then came to this foundation in the address. To Dr. Riesser's right was Jacob H. Schiff. Then came to this foundation in the address. To Dr. Riesser's right was Jacob H. Schiff. Then came to this foundation in the address. To Dr. Riesser's right was J

He said that Carl's health is much the worse for his experience and that the boy told him he had been drinking pretty told him he had been spared the uncertainty of prolonged Congressional delay in the lawyer in the jail.

perienced managers of a system that on paper may be perfection itself."

cluded by saying that the assoc lieves that it can be improved in important particulars and the members ex-pect that Congress and the President will provide the amendments as the defects

Banks and German Industry. he outset that he would discuss only ex periences in developing the German being system. He described the Reichsbe central bank of issue, a semi-public empire, with private stockholders.

Belleve in Central Bank.

central institution.

motives must secure for the management of the central bank of issue the coopera-tion, shough not the domination, of those expert elements, us such a bank can ful-fil its duties to the nation only by working hand in hand with the other banks. When I want to build a house I call in architects and bricklayers, ot fiddlers—not even good fiddlers."

In his description of the German banking system Prof. Riesser said that its success had been instant and genuine. It cess had been instant and genuine. It had handled every financial problem presented to it, not only by the empire but by industry. It had even lowered the discount rate below that of England.

France's Elastic System.

The financial system of France origi-nated by Napoleon and backed by him was the theme of Mr. Masson's address, and the bankers themselves, although they knew it already, could not help ap-plauding as they heard of the wonderful elasticity of the system. Its discount rate from 1898 to 1912 touched 4 per cent. only once, in 1899, and the average was 3.3 per cent.

France congratulates the United States

on its new system of curency. "It will be a great relief for all concerned," Mr. Masson explained, "to know that the American market will henceforth be spared

the anxieties of 1907."

Mr. Masson spoke of the unprecedented demands to be made upon the money of the world in the near future. Government bonds and other securities, and this draft will have to be stood by England,

Germany and France. He said he might said the United States, which is financing some countries, but he recalled that the United States has always used considerable foreign money to do this. He believed the United States would continue for some time to be a borrower abroad.

James Hope Simpson of Liverpool aroused enthusiasm by telling the bankers that now that the United States has its new law it must participate in the international discount market. He wanted to see it and he believed the foreign countries wanted it.

To WALK 115 MILES

At the Galleries of Duveen Brothers

720 Fifth Ave. (at 56th St.)

New York Newspaper Men

Brave Cold in Long Under
EXHIBITION OF

"The advantages to you of such a mar-ket," he said, "would be the same ad-vantages that we possess; namely, liquid employment for short money; power to meet demands for money without disor-

meet demands for money without disorganizing stock exchange prices; power to check overtrading at home, and finally power to check a foreign drain of gold.

"Having with great deference thrown out these suggestions I leave them with you for consideration, and I should like to say that you have in the United States not only a body of men, including Mr. Paul Warburg, who are experts on this question but you have in the splendid reports issued by your National Monetary Commission a storehouse of information on the subject of the European discount markets which will give you all the guidance you may need, if you decide to take steps in the direction I have ventured to indicate.

"So far as the effect upon other counries is concerned of the creation of an American international discount market of course the result may be that some business will be diverted from the other international markets. But this will be more than counteracted by the additional retaility which will be given to the money. stability which will be given to the money markets of the world by the existence in America of a strong and flexible discount

the next three months will be taken up by the study of important subjects "out of office hours."

CHICAGO SIZES UP ITS BANK.

Presents its Claims to Secretaries McAdoo and Houston.

Chicago, Jan. 19.—Leading Chicago bankers, and business men and bankers from adjoining States as well, told Secretaries McAdoo and Houston, constituting the Federal reserve organization committee, to-day that Chicago's trade territory embraced the States of Illinois, Indiana, Ohio, Michigan, Wisconsin, Iowa, Minnesota and a part of Nebraska, the Dakotas and Missouri. The statements were made to aid the Government officials in determining the central West for a regional bank.

Nor was this all of the broad statement of the cheerful Chicagoans. They said that as a matter of fact in several lines of business trade was as great in New England and in Texas as in Illinois, It was James B. Forgan, president of the First National Bank, who made the first National Bank and National Repairs of the most of the Ashokan and pled into several motor care full into the pa

It was James B. Forgan, president of the First National Bank, who made the most sweeping claims—that Chicago's logical territory extended from Ohio to

the Rockies.
"That would give the Chicago bank about a fourth of the country's capital," Secretary McAdoo told him. "Then if New York gets its 50 per cent., there would be left only 25 per cent. of all the capital to be divided up among the other six banks." other six banks."

George M. Reynolds, president of the

Continental and Commercial National be located in New York, boston, Chicago and San Francisco, beyond all question. St. Paul or Minneapolis, I think, should have one of them; also St. Louis, Kansas All of the speakers disclaimed desire to

"grab" any territory for the Chicago bank that was not its own by right. The hearing will end to-morrow.

COUNTRY BANKERS PROTEST. That New York Financier

Withhold Loans From Them. ATLANTA. Ga., Jan. 19.—The 500 bankers comprising the National Currency Reserve Association of Georgia emphati-cally denied at their meeting here to-day the assertion made by Collier's Weekly that the bankers in New York controlled not only the finances but the laws of the country by withholding loans from the

When Mr. Ellis was told of declar was innoalibi for Paul he said:

"I knew all along that Carl was innocent. I also know that when I saw the
boy, after he had been put through the
boy, after he had been put through the
third degree in the jail, he was so weak
third degree in the jail, he was so weak
third degree in the jail, he was so weak
tion of a system that may not be the perand unnerved that he could not talk infection of reason on its face will produce
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fection of reason on its face will produce
that will be created
under this act.

President B. H. Minch of the New
Jersey Bankers Association said yesterday that only the banks of southern New
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Jersey Bankers Association said yesterday that only the better results than are attained by inex-perienced managers of a system that on paper may be perfection itself."

Itransacted their principal business. The banks north of Trenton, according to President Minch, are desirous of being members of a Federal reserve bank in New York to the new law and con-new York city. He said it would be a ded by saying that the association be-great hardship for such banks to do busi-

ess other than in New York city. President Minch said he was misquoted in January 16 as having said that the rovide the amendments as the defects banks of New Jersey were unanimous in their desire to become affiliated with a preciser's theme was "The German Federal reserve bank in Philadelphia."

WILSON THREATENS TO VETO. Opposes \$25,000,000 Good Roads

Plan and the Spotls Rider. WASHINGTON, Jan. 19 .- President Wilson is opposed to the adoption by gress of the amendment to the ne "In Germany, in principle, we believe a single central bank of issue to be an absolute essential." he said, "and if this end is not attainable, to have as few private notebanks as possible coexistent with the palain to callers at the White House today."

Schmidt's father and mother are ill at their home in Germany and will not come over for the trial. His sister is said to be on her way. It was stipulated between counsel that the testimony given by his father and sister at the last trial. lack banking experience. Politics may some times spoil the character, they will always spoil business.

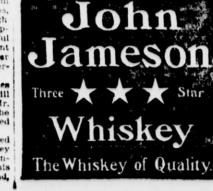
"We believe that any banking legislation which is guided by purely impersonal motives must secure for the management of the central bank of issue the control of the civil service rules.

Understood That Doctor's Wife Gets

\$10,000 a Year Allmony. Supreme Court Justice Newburger approved yesterday the findings of Wilbur Larremore as referee in the suit by Mrs. Catherine Ketcham Blake for a separa-

tion from Dr. Joseph A. Blake and signed a decree for Mrs. Blake.

The alimony to be paid to Mrs. Blake was agreed on outside of court and was not mentioned in the decree, but it is understood that Mrs. Blake will receive about \$10,000 a year. In her application for alimony she asked \$1,500 a month.



ground Tramp.

VIEW ASHOKAN RESERVOIR

Start From Kingston and End First Leg of Journey at High Falls.

HIGH FALLS, N. Y., Jan. 19 .- A party of New York newspaper men, under the guidance of engineers from the Board of Water Supply and in the custody of the aqueduct policemen, started out today to walk every inch of the aqueduct's 115 miles and to discover if after all it runs up hill or down.

As no one else has ever attempted to walk through the aqueduct from end to end and as no one else probably ever will, especially after the first day's trip, the

adventure, besides being a damp and chilly one, is unique.

To be exact, it began at Kingston this morning at 8 o'clock, when the newspaper men, clothed in as much material as available, not to mention four buckle arctics, met Engineer H. S. R. McCurdy, in charge met Engineer H. S. R. McCurdy, in charge of the Ashokan division, and started by train to the Ashokan reservoir, fifteen miles away. Hesides the four buckle arcties and more metropolitan articles of dress there could be seen in possession of the party such things as alpenstocks, snowshoes, marine glasses, surveyor's instruments and a complete set of medicine intended for use at the attack of any stray rattlesnakes.

one think they have been well named. From the cavernous gloom of the interior they greet the eye as a last hope of re-lief, and they are the only things encoun-tered through the dreary miles of cement wall that give the lie to a constant im-pression that you are dead and have been

dead for 2,000 years in the catacombs of Rome. With lanterns and candles the party tunnels that form the upper and lower gate the arrest of James R. Williston, chambers, that is, the solid cement ways a broker of 7 Nassau street, Manhattan, through which the first rush of water is in the suit of Arthur J. Raymond, a real through which the first rush of water is to be quieted before it reaches the screen room and the long single tunnel of the aqueduct proper. The screen room is to be a filter that will prevent fish or sea from flouncing out of the faucet in

your Harlem flat.

This part of the trip completed after This part of the trip completed after an hour made cold by great quantities of ice, the march to New York was begun, to end thirteen miles away at High Falls and low spirits. Cut and cover construction, through which most of the way led to-day, looks quite the same as tunnel and pressure construction. The first is made by digging a deep ditch and then covering it inside and out with compact.

Portraits by Old English Masters

Admission One Dollar

THE ARTISTS' FUND and THE ARTISTS' AID SOCIETIES FROM JAN. 10 TO 24. 10 TILL 6

3 CONVICTS FLEE; KILL 4 AND DIE

Continued from First Page

George Richle, the keeper of the blood-hounds and a crack shot. He dismounted from his horse and, using it for a shield, began to fire at the three convicts in the rig. His first shot got Lane in the head. He fell forward on Chiney Reed, who was holding Rice. Reed loosened his grip of Miss Foster and stood up to fire, but as he did so Richie's rifle cracked again and Berdelman and the characteristics.

Reed tumbled out of the buggy, dead, Rice jumped out and threw himself out the ground.

By this time guards were coming up

manhole.
Manholes, it should be said, are one of the most characteristic parts of the new aqueduct. To begin with, they afford the only opportunity left of getting into it and, what is a matter of lively interest, the only chance of getting out, once you get in. There is something human about the manholes of the aqueduct which makes one think they have been well named. His service on the Naval Affairs Committee earned him the title of "father of the modern American navy." From 1897 to 1901 he was a United States District Court Judge in Illinois. He then resumed the practice of law and moved to Okia-

FACES JAIL FOR ALIENATION.

J. R. Williston Ordered Arrested in Raymond's Suit for \$100,000.

Supreme Court Justice Van Siclen of Brooklyn issued an order yesterday for estate man of 221 Eighth avenue, for \$100,000 damages for the alienation of his wife's affections.

Raymond got a divorce from his wife last November. Williston was named as

Williston is a member of the New York. Chicago and Boston Stock exchanges, and of the Harvard, University, Metro-politan and New York Athletic clubs. He is married and has one daughter. ne is at Seabright, N. J.



What were your sales in Belleville last year?

Did Peters & Co. buy more? or less? Did they buy all your lines? or only one? Which of your salesmen called on them? When? Did you mail them one of the books describing the X-42 line?

What are you doing to interest that other big Belleville concern? They usually buy from So-andso, you know. When did your man call on them?
What quotation did he make? What sort of a reception did he get?

What were your total sales in Belleville last year? How about the "Anchor" brand? Did it show as healthy an increase in Belleville as in Ottawa? What advertising did you do? Did it pay?

Mr. Sales Manager, you may not know it, you may not quite believe it, but it is a fact that you could answer every one of these questions - and twice as many more if you adopted the Library Bureau method of sales records. They put an end to guessing. With them you know where you stand - with every

calesman, in every territory, in every line. Don't forget this: L. B. sales records are just as helpful to a business that confines its sales to this county, or this state, as to one that sells "everywhere."

Sample cards and further information on request.

Library Bureau of Canada, Limited

Manufacturing distributors of

Card and filling systems. Office, library and bank equipment.

Unit card and filling cabinets in wood and steel.

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